

**For Sale by MJ Ranch:**  
**100% GRASS-FED/GRASS FINISHED**  
**ANGUS BEEF!**

**Certified by A Greener World and Animal Welfare Approved**  
**as 100% Grass-fed - using humane care!**

This year we have decided to keep our prices the same for the second consecutive year. It has always been our goal to make 100% grass-fed beef affordable to as many people as possible. Therefore, the 2024 cost for a whole or ½ beef will remain at \$4.95/lb., hanging weight. A Front ¼ will be \$5.15/lb. and a Hind ¼ will be \$5.35/lb, hanging weight. This is the cost that will be owed to MJ Ranch. The hanging weight of a whole beef will be around 500 lbs (generally ranging from 450 lbs to 650 lbs). The hanging weight is determined by the processor. “Hanging weight” means what the beef weighs after it is slaughtered, gutted, and split lengthwise into ½’s or ¼’s or left as a whole. This does include the bone and you can get as much of the bones as you want. You pay MJ Ranch the hanging weight provided by the processor...plus sales tax. Some more good news is that we have been approved to be taxed at the Kansas food tax rate of 2.0% for 2024. Therefore, you will see savings of 5.5% due to the lower sales tax rate. You pay the processing fee when you pick up your beef from the processor of your choice. How many pounds of beef you will actually take home from the processor is dependent upon the size of the beef, how you want it cut, and how much bone you want left in your cuts. If you specify a smaller or larger beef, we will try to honor that the best we can. We think both of these processors will do a great job for you!

**Processing Info.:**

**STEVES MEAT MKT.:**

**Location:** 32685 Lexington in DeSoto, KS. **Phone #:** 913-583-1390

**Processing Charges:** 89 cents/lb., hanging weight plus a slaughter fee of \$150 for a whole beef, \$75.00 for a ½ and \$37.50 for a ¼. **Hours:** Open 8-6 Tues. thru Sat. Closed Sun. and Mon. We have used Steve’s for years. It is USDA inspected. They cut and wrap your meat in white butcher paper to your specifications. Steve’s Meat Market has been very good to work with you on deciding which cuts will work best for your family. **(Note: Processor prices are subject to change)**

**BAUMANS BUTCHER BLOCK:**

**Location:** 2417 Haskell Rd., Ottawa, KS. 66067. (This is right off of I-35 if you are coming from the east.) **Phone #:** 785-242-2254. **Processing Charges:** 90 cents/lb., hanging weight, plus a slaughter fee of \$100 for a whole beef, \$50.00 for a ½ and \$25.00 for a ¼. **Hours:** Mon. thru Fri.; closed on Sat. and Sun. but will make arrangements for you to pick up on Sat. Baumans is also USDA inspected. They use a clear, non BPA,

vacuum packaging to your specifications. (**Note: Processor prices are subject to change**)

**IF YOU DECIDE TO ORDER BEEF FROM MJ RANCH, TAKE NOTE OF THESE DATES:**

**SPRING BEEF** (when it is available):

**January:** Please e-mail us with your request. After the request and availability is confirmed, mail your \$100 deposit ASAP to receive a ¼, ½ or whole.

**April:** We will email (or call you) to let you know the exact date, in April, your beef will be hauled to Steve's Meat Market. Please note that we only haul to Steve's Meat Market in the Spring.

**FALL BEEF** (Most of our beef is hauled in September/October.)

**January:** Please e-mail us with your request. After the request and availability is confirmed, mail your \$100 deposit ASAP to receive a ¼, ½ or whole. We haul to both processors in the Fall.

**September:** In early September we will email (or call you), to let you know the exact date we will be hauling your beef.

**October:** All beef will be hauled to the processors in September/October.

**DEPOSITS:** A \$100 deposit is required to confirm order. If we do not receive your deposit within 30 days of your order, your order may be cancelled. Checks (preferred) can be mailed to MJ Ranch, 3380 Wild Horse Road, Lawrence, KS 66044. We do offer a PayPal option as well. Just go to the website, click on the Contacts and Pricing page, scroll down and click on the Make a Payment icon.

**BOTH SPRING & FALL BEEF:** The day we haul your beef, you will get an invoice from Quick Books letting you know the number of your beef, how much it weighed, and what you owe us. **IF WE ONLY HAVE YOUR BUSINESS EMAIL, YOU MIGHT WANT TO CHECK YOUR JUNKCLUTTER MAIL TO MAKE SURE THE INVOICE DID NOT GO THERE.** After you get the invoice, you need to call the processor ASAP to tell them how to cut your beef.

**The day after we haul your beef:** We would ask that you be ready to put a check in the mail for the beef as soon as you receive the invoice from Quick Books. We will expect to receive your check in the mail before you pick up your beef, unless you have made other arrangements with us. Mail your check or money order to MJ Ranch, 3380 Wild Horse Rd., Lawrence, KS. 66044.

**Picking up your beef:** Since your beef will "hang" (dry age) for 7-10 days, unless you decide on a longer aging period, you will probably be picking up your beef about 2 weeks after we haul it. The processor will tell you when it will be ready.

**FOR ANY QUESTIONS WHATSOEVER, PLEASE CONTACT US:**

**[mjranch66044@gmail.com](mailto:mjranch66044@gmail.com) or [markwilliams6043@gmail.com](mailto:markwilliams6043@gmail.com)**

**Phone: 785-865-2503 (Joyce and Mel); 785-766-6043 (Mark)**

**Website: [www.MandJRanch.com](http://www.MandJRanch.com)**

## Other Important Information

### Dry Aging Time (Hanging Time):

Until 2015 we allowed our beef to hang for 14 days. Recently, after looking at some research, we decided to age from 7-10 days. (Our reasoning is from recent research down in Argentina by Anibal Pordomingo who is the “head of meat research” down there, according to editor of the Stockman Grass Farmer magazine. Anibal’s rationale is “research shows that the majority of the increase in tenderness occurs within 10 days. After that aging intensifies meat flavor. Grainfed beef needs longer aging because it is so bland. This is not so with 100% grassfed. There is a risk of intensifying “off” flavors with long-aging of grassfed beef and ruining the meat”.) This year we will again be letting our beef “hang” (dry age) 7-10 days ---we are thinking probably closer to the 10 days, if that works out with the processors. If you want your beef to “hang” longer, processors will be glad to do this for you.

### MJ Ranch Approximate Cost 100% Grass-Fed Angus Beef

Below is the approximate cost of beef (excluding sales tax) for a ¼, ½ or whole beef assuming a total hanging weight of 500 lbs. (Note: Processor fees are subject to change.)

1/4 Beef, Front Quarter: 125 lbs. X \$5.15= \$643.75 (MJ Ranch charge)

Processing: Steves: 125 lbs.X \$0.89/lb=\$111.25 Baumans: 125 lbs.X \$0.90=\$112.50

One-time slaughter Fee: Steves @ \$37.50 Baumans @ \$25.00

**Grand total:** Steves: \$643.75 + \$111.25 + 37.50 = **\$792.50**

Baumans: \$643.75 + \$112.50 + \$25.00 = **\$781.25**

1/4 Beef, Hind Quarter: 125 lbs. X \$5.35 = \$668.75 (MJ Ranch charge)

Processing: Steves: 125 lbs.X \$0.89=\$111.25 Baumans: 125 lbs.X \$0.90=\$112.50

One-time slaughter Fee: Steves @ \$37.50 Baumans @ \$25.00

**Grand Total:** Steves: \$668.75 + \$111.25 + \$37.50 = **\$817.50**

Baumans: \$668.75 + \$112.50 + \$25.00 = **\$806.25**

1/2 Beef: 250 lbs. X \$4.95 = \$1237.50 (MJ Ranch charge)

Processing: Steves: 250 lbs.X \$0.89/lb=\$222.50 Baumans:250 lbs.X \$0.90=\$225.00

One-time slaughter Fee: Steves @ \$75.00 Baumans@ \$50.00

**Grand total:** Steves: \$1237.50 + \$222.50 + \$75.00 = **\$1535.00**

Baumans: \$1237.50 + \$225.00 + \$50.00 = **\$1512.50**

Whole Beef: 500 lbs. X \$4.95 = \$2475.00 ((MJ Ranch charge)

Processing: Steves: 500 lbs.X \$0.89=\$445.00 Baumans: 500 lbs.X \$0.90=\$450.00

One-time slaughter Fee: Steves @ \$150.00 Baumans @ \$100.00

**Grand Total:** Steves: \$2475.00 + \$445.00 + \$150.00 = **\$3070.00**

Baumans: \$2475.00 + \$450.00 + \$100.00 = **\$3025.00**

## Cut Choices

You will have choices in how you want your beef cut, but there is a difference in what cuts you can choose from. There are different cuts in the front and hind quarters. For example, the front quarter includes the ribeye portion and the hind quarter includes the tenderloin portion. Of course with a half, you will get both the front and hind quarter. The processors will cut your beef any way that you want it cut. There are more cuts that you can ask for, but the most common cuts may include the following:

Front Quarter (front quarter of a split side):

- Chuck Roasts, about 6-7
- Arm Roasts, about 3
- Rib Roasts, 3 good ones OR Rib Steak/Ribeye Steak (10-12,  $\frac{3}{4}$  in. thick)
- Short Ribs (this can be used for ground beef)
- Brisket, whole or cut in half
- Skirt Steak (like flank steak, but usually smaller)
- 25-30 lbs. of great ground beef (depending on size of whole beef); more if you want steaks, roasts, etc. ground into burger

Hind Quarter (hind quarter of a split side):

- Round Steak/Swiss Steak, 8-10 cut  $\frac{1}{2}$  in. thick
- T-Bone/Porterhouse Steaks, 12-14 cut  $\frac{3}{4}$  in. thick OR have boned out for KC Strip Steaks and Filets, or some of each. May cut thicker
- Sirloin Steak, 6-7 cut  $\frac{3}{4}$  in. thick
- Rump Roasts, about 3
- Flank Steak
- 25-30 lbs. of great ground beef (depending on size of whole beef); more if you want steaks, roasts, etc. ground into burger